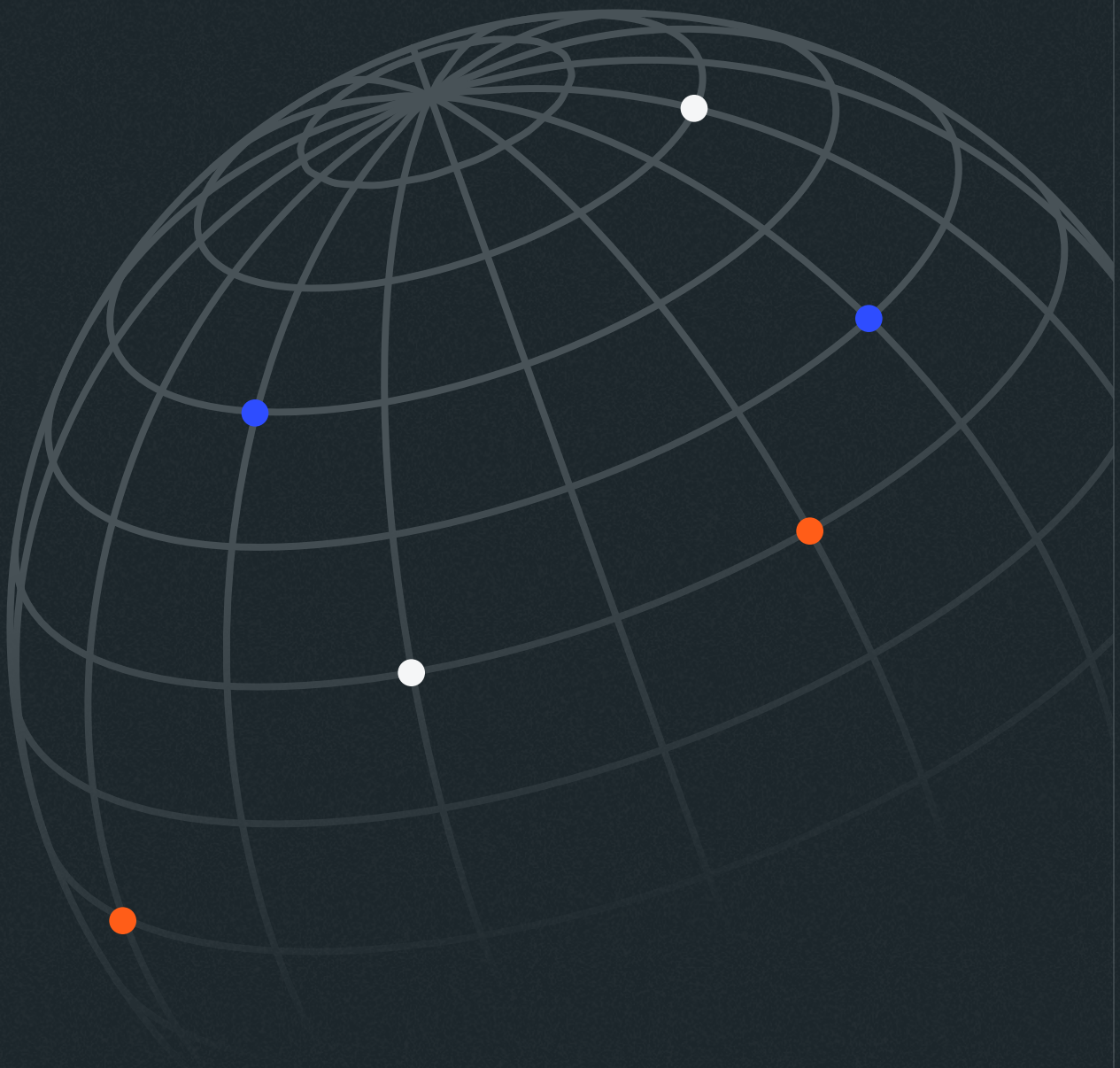
DRATA

Auditors

LAUNCH: The Drata Alliance Program Guide



CONTENTS

04 | Program Overview for Auditors

05 | Program Requirements for Auditors

06 | Program Benefits for Auditors

08 | Program Governance

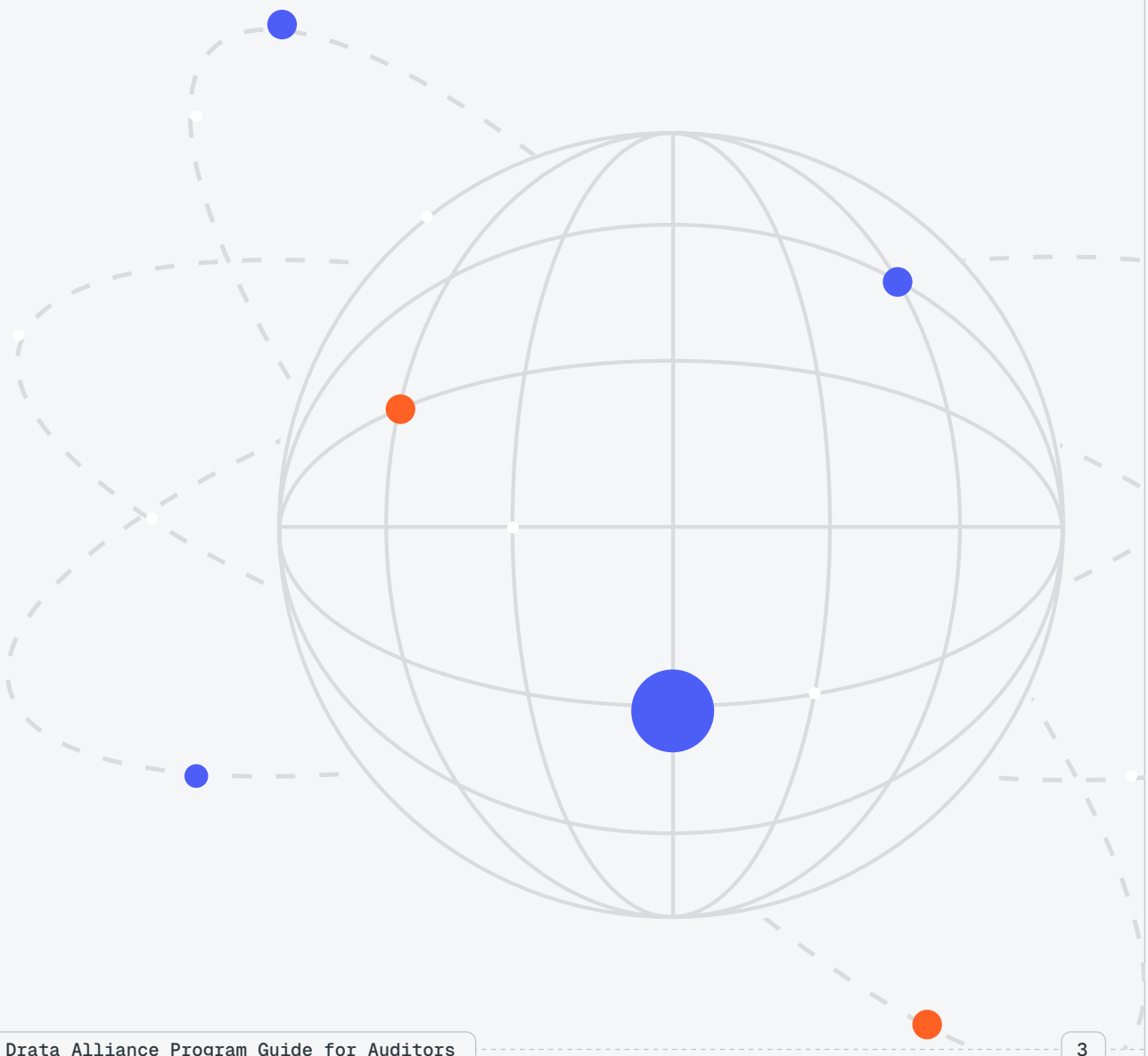
08 | Join the Movement

09 | Glossary

Together with Drata, Audit Alliance members build trust with customers and reach new heights.

> **Over 80% of our customers connect with an auditor through Drata. Take advantage of the opportunity to connect with today's fastest-growing tech companies that use Drata to achieve and maintain compliance.**

Drata is built on trust, and so are our auditor relationships. Launch for Drata's Audit Alliances ensures that audit firms are informed, trained, and have the right resources to use the Drata platform successfully. We work with alliance members to create a streamlined audit experience for the audit firm and our mutual customers.



Program Overview for Auditors

At Drata, we make it easy for audit firms to grow their business and build trust by streamlining the audit experience and servicing customers' security, risk, and compliance needs through Drata's agentic trust management platform. Customers benefit from intelligent automation, cutting-edge technology – paired with the confidence that comes from working with a trusted audit firm deeply experienced with Drata.

With **Launch**, the Drata Alliance Program, we empower audit firms to grow their business, deliver exceptional audit experiences, and build lasting trust with their customers.

Launch members are a vital extension of Drata. Together, we share the same core values and mission to earn and build trust across the cloud.

> **Grow Your Client Base** - Expand your reach through referrals as part of Drata's trusted network of audit firms. The Drata Auditor Directory enables customers to find the firm best suited to their needs and connect with you directly.

> **Enjoy Top-Tier Training and Certifications** - Access enablement content and earn certifications to become an expert on the Drata platform and optimize the audit experience with Drata for mutual customers.

> **Streamline Engagements -** Collaborate and access evidence within a unique auditor view to drastically reduce audit time. Leverage support during audits from our in-house team of former auditors.

> **Keep Clients Audit-Ready** - Continuous security monitoring saves your clients hundreds of hours a year by automating their manual compliance activities. The result? They stay secure and audit-ready between engagements.

Program Requirements for Auditors

Launch is structured across three tiers, each offering progressively greater benefits and opportunities for growth. Tier placement and advancement are determined by a combination of business impact, performance, and certification requirements that increase at each level.

Upon acceptance into the program, alliance members begin at the Registered tier. To advance, members must meet the applicable tier requirements within the fiscal year, which begins on **February 1**.

The following requirements define the expectations for each tier and must be met annually:

Requirements	Registered	Advanced	Elite
Good standing with regulatory body*	●	●	●
Signed NDA and Alliance Agreement	●	●	●
Auditor Questionnaire	●	●	●
Average CSAT Across Mutual Customers at 85%+†	●	●	●
Drata Certified Auditors	1+	5+	10+
Approved Partner Deal Registrations (Points System based on table below)	10 Points	50 Points	100 Points

* Adhere to Drata's commitment to the Auditor Code of Ethics. See Glossary for more details.

† 85% satisfaction rating, based on post audit review surveys, ongoing escalation tracking, and alliance touchpoints.

Segment	Points per Deal Registration
Emerging (1-100 FTE)	1
Commercial (101-750 FTE)	2
Enterprise (751+ FTE)	4

Program Benefits for Auditors

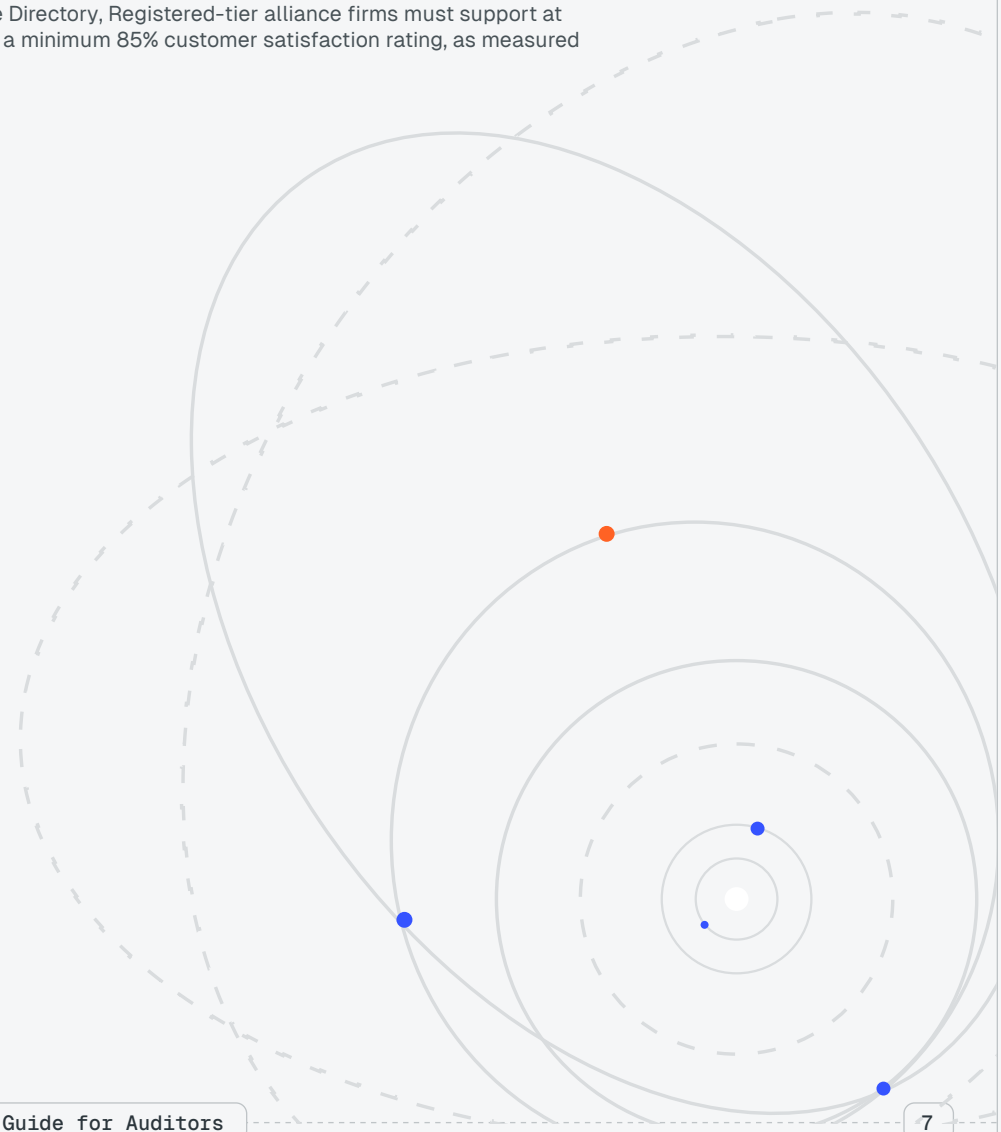
With Launch, Drata supports audit firms with the right resource investment at each stage of the alliance.

Each new tier unlocks valuable benefits and opportunities to increase marketing, sales, and engagement. From advanced training opportunities to co-marketing initiatives, these benefits are structured to empower audit firms to reach their full potential.

Benefits	Advanced	Elite
Foundational		
Access to the Drata Alliance Gateway	●	●
Alliance tier badge	●	●
Certification and training	●	●
Drata sandbox access	●	●
Alliance directory listing	●*	●
GTM Growth		
Designated Audit Alliance Manager - Audit Experience	●	●
Joint account mapping	●	●
Increased visibility in Audit Alliance Directory	●	●
Partner Marketing support (Auditor-led activities)	●	●
Annual business plans	●	● (With Exec Sponsor)
Priority access to sponsorship opportunities for Drata-hosted events	●	●
Access to Marketing Campaign Framework and Roadmap	●	●
Implementation in Drata-led marketing events and campaigns	Invite only	Invite only

Strategic Partnership		
GTM alignment and business reviews		●
Case study co-promotion and elevated website visibility		●
Access to Drata's extended product roadmap		●
Seat on the Auditor Alliance Advisory Board		●
Thought leadership content		●
Joint GTM collaboration on Drata-led marketing events		●
Executive sponsor		●
Full-funnel planning with Drata Marketing		Invite only

* To be eligible for inclusion in the Drata Alliance Directory, Registered-tier alliance firms must support at least 25 mutual Drata customers and maintain a minimum 85% customer satisfaction rating, as measured by post-audit feedback surveys.



Program Governance

All audit firms that join Launch, unless otherwise exempt, begin at the Registered tier. As alliance members grow their relationship with Drata and advance tiers, the program offers additional benefits and resources to ensure members receive value commensurate with their commitment and achievements.

Tier assessments are conducted annually based on performance during the preceding fiscal year. During this time audit firms may move up or down tiers. Existing members are notified of their tier status in the first quarter of the fiscal year, which begins in February. A survey will be sent out and factored into the annual tiering review.

Tier advancement can occur at any time if the requirements for a higher tier are met before the end of the current fiscal year.

Join the Movement

Not already a member? Drata's history is unprecedented in speed, growth, and trajectory. Be a part of our mission and story.

Joining Launch is simple!

1. Submit your application to join Launch. Start Application
2. Complete Auditor Questionnaire.
3. Once approved, agree to alliance agreement(s).
4. Register for and access the Drata Alliance Gateway to kickstart your alliance with Drata.

About the Drata Alliance Gateway

The Drata Alliance Gateway is a one-stop destination for information, training, resources, and tools for audit firms to manage and strengthen their alliance with Drata. This includes:

- Training and certifications
- Customer-facing product overviews
- Drata logos and marketing guidelines
- Upcoming events
- And **more**

Glossary

Alliance directory listing
Over 80% of our customers meet their auditor through Drata. So take advantage of the opportunity to connect to your firm's ideal customer. Drata's Auditor Directory allows customers to search for the best firm for their needs and contact you directly.

Auditor Alliance Advisory Board
A collaborative forum of audit firm executive leaders and Drata stakeholders that share industry insights, provide feedback on compliance practices, and drives continuous improvement in audit processes and platform development.

Audit Alliance Manager
A dedicated relationship manager that will work with you on all things related to the Launch program. They will meet with you monthly (at a minimum) and be your go-to for any and all things audit.

Auditor Code of Ethics
Drata's Auditor Code of Ethics outlines the principles and guidelines that members of the Alliance and Drata are expected to adhere to—ensuring a fair, transparent, and quality-driven audit process.

Drata Alliance Gateway
The Drata Alliance Gateway is a portal for alliance members to access everything they need to kickstart, build, and manage their alliance with Drata. These include enablement and go-to-market resources, certifications, logos, pipeline data, incentives, and more.

Drata Certifications
Drata offers official certifications to all alliance members. Drata's certification program is designed to establish a learning path for members to become Drata experts. The certifications allow participants to gain the confidence needed to effectively communicate Drata's value proposition, demonstrate the product, and support customers. Certifications badges are provided upon successful completion of certification tracks, which members can showcase externally.

Extended Product Roadmap
Elite tier alliance members gain visibility into our extended product roadmap. The roadmap is subject to change but provides valuable insight into the Drata vision and capabilities to come.

Joint account mapping
Using Crossbeam (a free resource for qualifying alliance members), Drata will work to take a list of our accounts and opportunities and map to yours using CRM data.

Market Development Funds (MDF) Program
Available MDF is accrued based on the 1st year ACV of closed won auditor-sourced opportunities from qualified deal registrations. MDF credit is allocated to alliance members in $2,500 increments for every $50,000 in first-year ACV closed from auditor-sourced opportunities in the current fiscal year. Unused MDF credits expire one quarter after the end of the fiscal year. View MDF Guide for full terms and conditions.

Marketing Campaign Framework and Roadmap
A high-level overview of Drata's FY27 marketing priorities, including core campaign themes, key motions across the year, and the enterprise Ideal Customer Profile (ICP). This asset helps partners understand who Drata is targeting, where marketing focus is concentrated, and how partner efforts can align with or integrate into select campaigns and initiatives.

Mutual Customers
As audit alliance members build their relationship and grow their mutual customer-base with Drata, members can advance tiers to unlock additional benefits. Mutual customers are Drata customers that have received the services of an Auditor Alliance Member. Minimum number of mutual customers with over 85% satisfaction rating is required to be considered. Satisfaction ratings are based on post audit review surveys, ongoing escalation tracking, and alliance touchpoints.

About Drata

Drata provides the trust network that enables businesses to operate, scale, and partner with confidence. Powered by AI and designed to operationalize trust, the Drata Agentic Trust Management platform continuously interprets controls, risk, and assurance signals—reducing repetitive manual work while improving visibility into internal and third-party risk, enabling always-on audit readiness across frameworks, and accelerating security reviews.

Purpose-built for enterprise complexity, Drata unifies governance, risk, compliance, and assurance to deliver faster time-to-value, reduce operational overhead, and enable continuous trust for 8,000+ organizations worldwide.

For more information, visit drata.com.

© Drata Inc. - All Rights Reserved

Reach New Heights as a Drata Alliance Member

Whether you're searching for a partner or looking to become one, the Drata Alliance Program takes your business to new horizons.

Get a Demo

